

**Exhibit B**

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12.03.2001

## **Everything's under control: Security and accounting solutions on view at Minolta's CeBIT stand**

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Langenhagen, March 2001

In many companies network administration is still seen as the IT specialist's domain. But modern security and accounting solutions have added a completely new dimension to network administration: management of printing costs. Well-run companies need to know the total cost of ownership for all output devices and allocate the costs of printing and copying to users, departments or cost centres. The solutions presented by Minolta at CeBIT provide public and private organizations with a total print cost management facility that enables system administrators to account for all printer usage and reduce print-related costs.

### **JASPrint: Managing printing costs**

JASPrint is a revolutionary integrated print auditing system developed by Network Printing Solutions Ltd. (NPS) that allows network administrators to monitor and control the use of network-attached printers. Having captured the print activity and user data via auditing servers placed on the network (independently of print servers), the administrator can instantly create detailed activity reports regarding printer usage and total cost of printing by user, department or client. This gives a company all the flexibility and information it needs to control, reduce and recover printing and copying costs.

### **SafeCom: Security and print-on-release output**

As intra-organizational networks become more extensive with increasing numbers of users and more complex structures, many public or private organizations are experiencing the problem of soaring print-related costs and insufficient control of printed documents. The innovative SafeCom output management system developed by MPI Tech (part of i-data international) adds a new dimension to network printing by redefining printing as a pull rather than a push process, i.e. one that gives the user full control of all aspects of the printing process. With SafeCom users are ensured print security at more than one level. All print jobs are encrypted (128 bits) from the moment the print button is pressed. No internal or external hacking is possible. A personal card and a PIN code enable print jobs to be stored until the user personally releases them from any SafeCom-equipped network printer.

### **DiALTA-NET: Remote billing and monitoring tool**

A brand-new service tool developed by Minolta enables routine servicing to be carried out without a technician's visit through a simple e-mail link-up between the Minolta output device, e.g. a DiALTA Color CF2001, a Fiery controller, e.g. the Z4, and a Minolta Service Center. This remote diagnosis system sends information on counter readings, lifetime pre-warning or lifetime end messages and details of any critical problem by e-mail to the Service Center. The benefits to the user are clear. Maintenance time, machine downtime and service calls

are reduced, maintenance periods carefully monitored, counter readings no longer necessary and billing automated - all benefits that save the user time and money.

**Hands-on applications at CeBIT**

Minolta's security, accounting and monitoring solutions are on view at CeBIT from March 22-28. Visitors to the Minolta stand in Hall 1, 3m4 can see the solutions at work - a hands-on approach to the practical problem of controlling document production.

Founded in 1928 as a camera manufacturer, Minolta Co., Ltd. is one of the world's leading companies for optical products, radiometric instruments and state-of-the-art office systems. As one of the few global IT companies, Minolta offers a comprehensive range of office solutions for imaging and information input, processing and reproduction. In the increasingly digitized world of business communications, Minolta is changing its focus from a supplier of hardware to a provider of document-management solutions.

Terms and product names may be trademarks or registered trademarks of their respective holders and are hereby acknowledged.

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